

Message Text

UNCLASSIFIED

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DRAFTED BY COM/BIC/OED/OPS/J.T.HARDISTY

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FM SECSTATE WASHDC
TO AMEMBASSY LONDON PRIORITY

UNCLAS STATE 076804

E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: PRODUCT OPPORTUNITY: NATIONALIZATION OF SHIP-

--- BUILDING, REPAIRING AND TRAINING COMPANIES

1. OVERSEAS PRODUCT SALES GROUP (OPS) OF USDOC HAS BEEN ASKED BY U.S. SMALL CRAFT MANUFACTURER FOR CONFIRMATION OF INFORMATION IT HAS RECEIVED THAT U.K. GOVT. IS, WITHIN THE NEXT SEVERAL MONTHS, TO NATIONALIZE MORE THAN 40 OF ITS SHIPBUILDING, REPAIRING AND TRAINING COMPANIES. U.S. FIRM IS CURRENTLY BIDDING AGAINST BRITISH YARDS ON SEVERAL OVERSEAS OPPORTUNITIES AND HAS INDICATED THAT ITS OWN BID WOULD NECESSARILY BE EFFECTED IF ONE OF ITS COMPETITORS WAS ONE OF THE YARDS TO RECEIVE SUBSIDIES.

2. ACTION REQUESTED: WOULD APPRECIATE COMPLETE LIST OF SHIPYARDS SCHEDULED TO BE NATIONALIZED. FIRM HAS INDICATED THAT EARLIES POSSIBLE SUBMISSION OF THIS LIST WOULD BE APPRECIATED SINCE IT IS CURRENTLY FORMULATING MARKETING STRATEGY ON TWO PROJECTS IN WHICH BRITISH YARDS ARE ALSO COMPETING , E.G. VICKERS AND VOSPER. INGERSOLL

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